Qualitative Information regarding Settlement of Accounts for the First Nine Months

(1) Qualitative information regarding consolidated operating results

During the nine months ended December 31, 2012 (from April 1, 2012 to December 31, 2012), the business environment for Japanese companies was unstable both in Japan and overseas, reflecting strength in the yen and the electric power crunch following 2011's earthquake disaster, as well as political turmoil and shakiness in diplomatic ties related to territory and sovereignty, which was particularly apparent in Japan's relations with neighboring countries. Nevertheless, in addition to renewals or changes in administrations in the US, China and South Korea, a new regime has started running Japan, and there are expectations that progress will be made in the areas of the economy, diplomacy, and post-earthquake reconstruction.

Furthermore, there are expectations of a change in approach to public investment, which has hitherto been reduced substantially, driven by disaster prevention following the Great East Japan Earthquake and measures in reaction to the aging of infrastructure built during Japan's period of high economic growth. Further bright signs that have emerged include depreciation in the yen and stock price rises on the back of heightened expectations for future prospects in reaction to economic measures implemented by the government. In this environment, the Group performed satisfactorily, with the combined results of sales promotion in the CreCla Sales Division, new store openings in the Housing Sales Division and the effects of acquisitions in the Rental Division contributing to higher year-on-year sales in all segments. As a result, the Group's operating results for the nine months ended December 31, 2012 consisted of net sales of 50,710 million yen, up 16.1% year on year, operating income of 2,319 million yen, up 24.0% year on year, ordinary income of 2,324 million yen, up 26.7% year on year, and net income of 1,012 million yen, up 11.1% year on year.

Operating results by segment are as follows.

In addition to the operating income or loss of each segment, the Group also recorded 790 million yen as corporate expenses not attributable to any segment.

(CreCla Sales Division)

The cumulative number of bottles of water produced in this division as a whole has reached 12,920,000 bottles during the current period, up 13.8% year on year, maintaining double-digit growth. Growth in deliveries of water products to affiliated stores was particularly strong, up 23.6% year on year with steady expansion of affiliated stores.

In the directly managed section, there has been a lack of sufficient personnel resulting from growth in the business, but this is being rectified.

As a result, net sales in this division was 10,152 million yen, up 4.5% year on year and operating income was 353 million yen, down 0.5% year on year.
Furthermore, contracts were conducted with 92 new member stores in the current period, resulting in steady growth to a total of 550 member stores. We will continue to vigorously promote sales in this division.

(Rental Division)
The Rental Division performed satisfactorily with stable sales and profits continuing into the third quarter. Cleaning related services showed strong growth, because the household cleaning section captured seasonal demand related to the year-end, when it is customary to have major house cleanups, resulting in considerable year-on-year growth in both sales and profits. In addition, a new express rough estimate service for cleaning at our subsidiary building maintenance company Earnest Corporation proved popular, contributing to sales.
As a result, net sales in this division was 9,085 million yen, up 10.9% year on year and operating income was 1,239 million yen, up 4.9% year on year.

(Construction Consulting Division)
In sales of mainstay know-how system products, cross selling with other products was boosted by the member back-up system, which includes follow-up training.
With respect to sales of solar energy systems in construction materials, we strove to create sales channels by such means as concentrating sales efforts on builders in consideration of growth in the market for general detached houses. Although sales were generally as planned as a result of these efforts, this did not contribute to improved profitability because of continued sales promotion efforts through the introduction of new employees, as well as a sharp lowering of prices due to a system for purchasing the total amount of power generated, which also resulted in steep market growth.
As a result of the above, net sales was 3,087 million yen, up 40.2% year on year, and operating income was 291 million yen, down 23.9% year on year.

(Housing Sales Division)
The business environment for this division received a mild boost from positive factors including growth in the number of new housing construction starts for the third consecutive year. Amid this environment, there were further boosts from the effects of new store openings and higher unit prices at stores in urban areas, resulting net sales of 28,390 million yen, up 20.4% year on year. The increase in net sales also had an effect on profits, with operating income showing substantial growth at 1,226 million yen, up 75.6% year on year.
With respect to orders received, the order backlog as of December 31, 2012 was 1,393 buildings,

compared with 1,358 buildings as of December 31, 2011. This reflected a lack of movement in the market resulting from uncertainty regarding tax breaks such as an anticipated tax reduction for housing loans to counteract a coming increase in consumption tax.

During the third quarter, the following were newly opened: Omiya model display site, Chiba model display site, Atsugi model display site and Fukuyama model display site. This brought the number of stores to 44 branches and 29 model display sites. We will continue to carry out further sales promotion while closely observing the external environment.

Consolidated Financial Flash Report

1. Consolidated performance for the Year Ended March 31,2013
(from April 1, 2012 to December 31, 2012)

(1) Consolidated operating results

(Millions of yen, except per share amounts)

	Nine months ended December 31		
	2011	**2012**	**Change**
Net sales	43,685	50,710	16.1%
Operating income	1,871	2,319	24.0%
Ordinary income	1,835	2,324	26.7%
Net income	911	1,012	11.1%
Net income per share	¥116.42	¥122.85	

(2) Consolidated financial position

	March 31,2012	**December 31,2012**
Total assets	25,817	28,940
Net assets	11,489	12,123
Equity ratio	44.5%	41.9%

2. Cash Dividends

	Year ended March 31	
	2012	**2013**
Interim	¥25.00	¥30.00
Year-end	¥27.00	¥30.00
Full year	¥52.00	¥60.00

3. Projected consolidated performance for the Year Ended March 31,2013
(from April 1, 2012 to March 31, 2013)

	Year ended March 31		
	2012	**2013**	**Change**
Net sales	64,307	73,000	13.5%
Operating income	3,474	4,400	26.6%
Ordinary income	3,454	4,350	25.9%
Net income	1,700	2,100	23.5%
Net income per share	¥216.09	¥255.61	